

From: Robert Fischer
To: Microsoft ATR,attorney.general@po.state.ct.us@inet...
Date: 12/27/01 2:59pm
Subject: Microsoft AntiTrust remedies

To whom it may concern;

I would like to present the viewpoint of a volume consumer of Microsoft products as you consider possible remedies to the judged illegal actions of Microsoft.

- 1) Integration of products does not benefit consumers. Trust me. We are a \$400,000,000.00 + company employing about 700 people. A browser used to cost about \$25.00 per copy under the various volume purchase agreements between Microsoft & Netscape. I spend many, many times that fixing bugs, and fending off the latest virus because Microsoft integrates application function in the operating system or vice-versa. It isn't an advantage.
- 2) My Microsoft licensing costs QUADRUPLED this year because Microsoft is leveraging the fact that there is no competitive operating system or office productivity suite. I can no longer purchase and deploy upgrades as I need them in a cost effective way, I have to buy maintenance on a 3 yr contract, for products that come out every two years or so (that are usually VERY buggy, see the recent XP news) that would take a year to deploy. Do the math, this improves their cash flow tremendously while giving our company nothing. It is cheaper to buy new PC's and depreciate them. In a down year like this, we can't do that and survive.
- 3) Microsoft would like to think they are an innovator. Xerox invented the GUI interface, most everything else is the result of acquisition (or theft). XP is experiencing the same problems as Windows 95, Windows NT, or Windows 2000. Where's the innovation? Innovation is usually the result of competitive pressure. They have no competition, they are not innovating.

I don't know that this will change anything but I hope that it becomes another piece in the puzzle. PLEASE, do not let Microsoft off the hook. The industry need competition and innovation to survive, and that isn't the way.

Robert Fischer
Director-Information Technology
Communications Supply Corp.
630-221-6620

*

* "Privileged/Confidential Information of Communications Supply Corp. may be contained in this message. If you are not the addressee of this message, you may not copy, use or deliver this message to anyone. In such event, you should destroy the message and kindly notify the sender by reply e-mail. It is understood that opinions or conclusions that do not relate to the official business of Communications Supply Corp. are neither given nor endorsed by Communications Supply Corp."

